

Naples Realtor John Dolle Dominates with Distinction

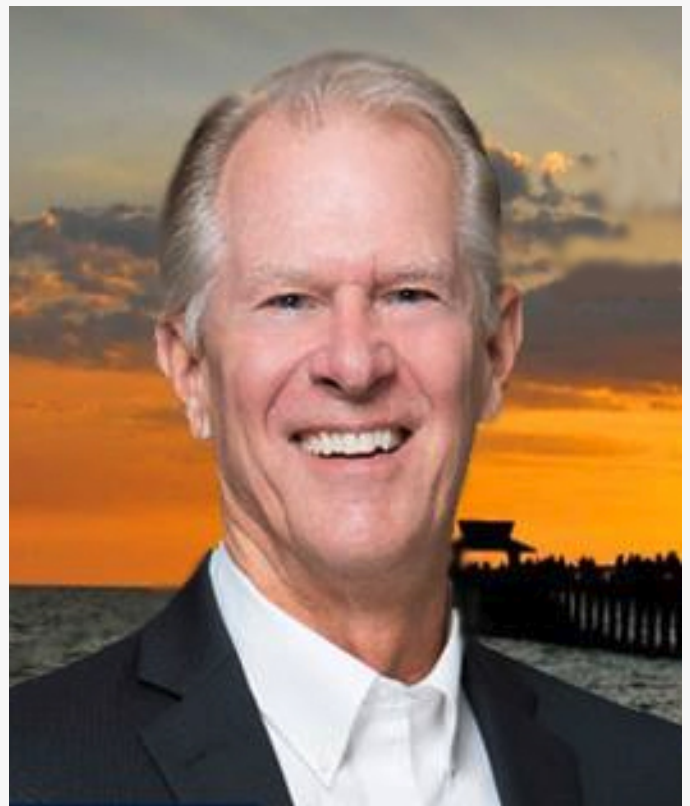
In America's most competitive real estate market, one Realtor proves success comes from focusing on service as opposed to sales.

NAPLES, FLORIDA, UNITED STATES, June 18, 2018 /EINPresswire.com/ -- With its sunny weather, gorgeous Gulf beaches and appealing (if not affluent) quality of life, Naples, Florida, has one of the most active of real estate markets in America. Buyer demand for homes has not only spurred development of residential enclaves enriched with amenities in golf, tennis, spa services and more, but has also fueled what is widely recognized as one of the most competitive of professional enterprises as there are thousands who work within the real estate industry. Yet, amidst the gracious plethora of gated neighborhoods and among the abundance of professionals, there are certain ones which stand out above the others. Consider Lely Resort, this marvel of master-planned developments is nestled among more than 3,000 acres graced with lakes, preserves, three championship golf courses and a 26,000 square-foot lifestyle complex known as The Players Club & Spa (it rivals anything you'd encounter at a Ritz Carlton Resort). The quality of the amenities, homes and overall ambiance of Lely Resort has led to its achieving multiple years of distinction as a Community of the Year. Yet, throughout this duration that Lely has reigned among the most compelling of Naples' communities, there has also been one Realtor, [John Dolle](#), who has consistently achieved multiple years of distinction as the leading sales producer. No other Realtor has accrued so many years of top sales status in such measure as John Dolle, but for the record, this only helps to put in context an overarching truth that John Dolle is anything but your typical Realtor. For all his success, Dolle says he is less concerned with sales figures and "only interested in how I can best serve the customers who come to me."

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As Dolle explains, "There's a number of professionals whose focus is on qualifying buyers. They'll ask how much does someone want to spend, how high do they qualify for a mortgage and so forth. My only question is 'How can I help you?' At the end of the day, that's really the best part of my job... getting to help people here in paradise. I feel like the luckiest man alive."

Of course, Dolle's success could never be said to derive from luck. In addition to being one who embraces old school concepts in customer service and accountability, he is savvy in the ways of technology and has consistently used cutting-edge tools to deliver a differentiated quality of service to his customers. As evidence of that, John Dolle was among the early investors in a little emerging social networking solution now known as Facebook. As a Realtor, he was also among the very first of professionals to harness the capabilities of a real estate technology solution known as REfindly. The REfindly platform enables John's customers to conveniently identify all residential listings throughout the Naples area and also allows John to more efficiently manage communications and appointments with his customers. Interestingly, John's expertise in technology and real estate has been passed on to his children as both his daughter and daughter-in-law (Stacy Reed and Mindy Dolle) are also successful Southwest Florida Realtors. John's son, Jason Dolle, is CEO & Founder of an award-winning firm specializing in reputation management technology known as Testimonial Tree.

But while John Dolle affirms that technology can provide significant operational support, he also insists that it cannot replace good old fashioned, hands-on, human to human service. As he says, "Processors can't always replace people. The real estate business is still a process of people helping people. When you're about to make the most significant investment in your life, or are going through a sale that may well result in the greatest return-on-investment, you don't want to rely on a machine, or a robot. People want to work with someone they can trust, someone who not only understands their goals, but is uniquely committed to helping them fulfill their goals"

As for his own goals, Dolle says he never set out to become the top Realtor in Naples' top community. He says his sole priority has been delivering the best service possible to each of his customers.

John Dolle is originally from Ohio, but since moving to Naples with his wife and children more than a decade ago, he says the family has fully made Southwest Florida home. Helping families discover the home of their dreams, has ultimately become a family affair for the Dolle clan. "We love our life here and we love what we do," says John, "We take it as an honor and privilege to help others experience the quality of life we've come to enjoy."

And to that aim, Dolle's work as an agent affiliated with Premier Sothebys International Realty doesn't so much involve selling homes, but is more geared for helping customers connect with that succinct state-of-being known as The Florida Lifestyle. As Dolle affirms, "That's what most of my customer's want, the access to beaches, the golf courses and tennis ... fortunately, Naples has plenty of all!"

John Dolle
Realtor John Dolle
239-410-5896
email us here

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